

DeIDOT Contacts

DBE Highway Construction Specialists provide technical assistance to all DeIDOT DBE certified firms, monitor the work performed on various DeIDOT projects, and collect statistical information to support Federal Highway Administration (FHWA) program funding.

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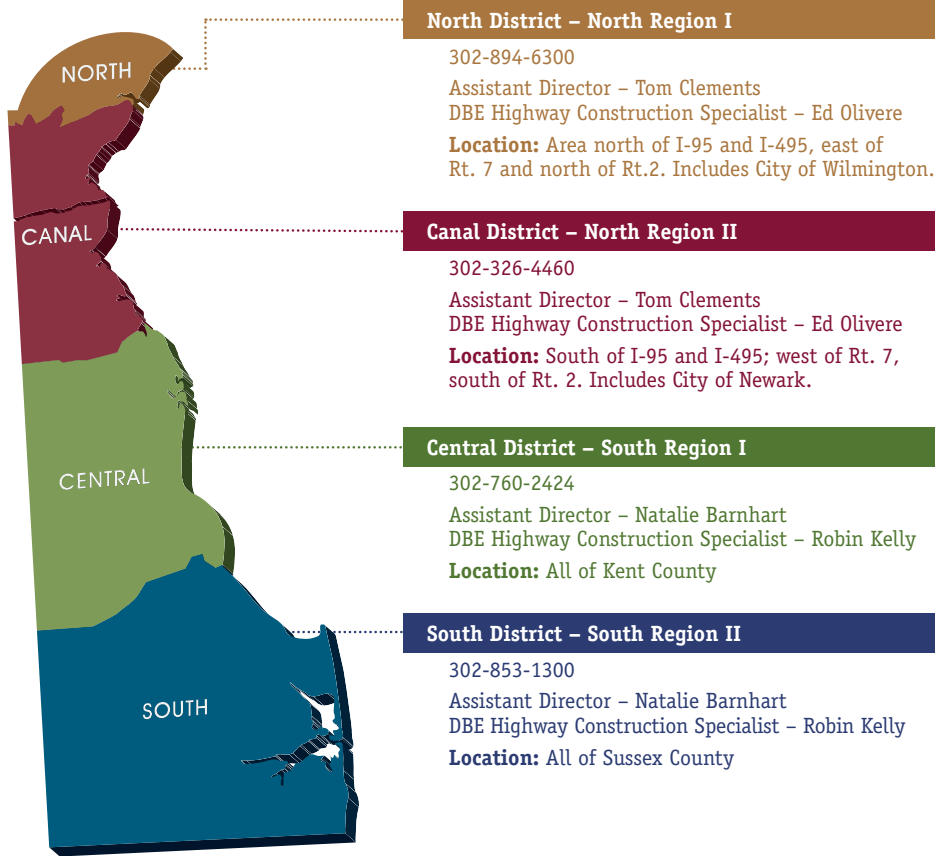
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Construction & Supply Contracts

Check the accompanying map to find the DeIDOT operations district and DBE Program Manager nearest your business.



DBE Highlight: Lee McNeill, Lee McNeill Associates

When most are planning for retirement, Lee McNeill followed a dream

Lee McNeill began his career in sales in 1946 after leaving the Army. He didn't have a job or a car at the time, but he did have a wife and a baby on the way, so when offered a job selling insurance, he took it. After buying his first car, Lee was offered the opportunity to work in auto sales. Not knowing much about automobiles, Lee was hesitant, but having the ability to make more money faster was attractive and he took a chance. Lee became one of the first minority—and one of the most successful—car salesmen in Philadelphia.

Niche: Selling Trucks and Specialized Equipment

Lee's affinity for trucks and his way with people inspired him to begin his business. As a licensed truck retailer, dealer, leaser and wholesaler, Lee supplies businesses up and down the east coast with specialized trucks and equipment.

In the early years of his business, he approached banks for financing, only to be denied repeatedly, even from the bank that he had patronized for 30 years. Discouraged, but unwilling to give up, Lee used the \$5,000 he had saved and operated without outside financial backing for almost 5 years. Eventually he was granted a line of credit, which grew continuously and helped him succeed.

Personal Service Encourages Referrals

Throughout his career, Lee has taken every opportunity to talk to, and learn from, other successful people. He has sat down with the best of them, and admits that his business accomplishments are partly due to the array of people that he has met along

the way. McNeill Associates has no formal marketing plan and doesn't use any advertising; most of his sales are a result of referrals and repeat business. Lee does bid on new contracts, pursues new clients and is excited about the opportunities that he has been introduced to through the DBE program.

At his home office in northern New Castle County, the walls are covered with art from his grandkids and great grandkids and a plaque from Amtrak naming Lee McNeill Associates the 1990 National Minority Business Enterprise of the Year.

Lee's reputation for service excellence has been established on a few simple rules: be prompt, keep promises and be honest about what services you can provide.



Lee in his current home office in New Castle, DE. Long before it was popular to be a home-based entrepreneur, he started Lee McNeill Associates in 1978 in his home in Yeadon, Pennsylvania.

Newly Certified DBEs

Court One Corporation	United Construction Group, Ltd.
KB Environmental Sciences, Inc.	United Power & Communications Company
Mason Associates Consulting Services, LLC	Wells Technology, Inc.
Jones Masonry	Specialty Service Constructors of MD
Koryak Consulting, Inc.	Ricomm Systems, Inc.

Graduated DBEs 2006-2007

Hunt Engineering	Jada Creative Communications
A.D. Marble & Company, Inc.	Daniel Consultants
Belstar, Inc.	

Upcoming Business Development Opportunities

Delaware's 8th Annual Procurement Expo 2007 Workshops

Location: Delmarva Conference Center, 4110 South Wakefield Drive, Newark, Delaware

All Sessions: 8:30 a.m.–Noon

All Sessions: Continental Breakfast 7:30–8:30 a.m.

For registration and information visit www.delawarecontracts.com or call 302-831-0783

“What corporations and agencies expect from small businesses”
June 27, 2007 8:30 a.m.

“Your finances are important”
July 25, 2007 8:30 a.m.

“How to improve your sales presentation to buyers”
August 22, 2007 8:30 a.m.

“Legal issues in the contracting arena & the fine print you need to watch for”
September 26, 2007 8:30 a.m.

“Advice from the pros”
October 24, 2007 8:30 a.m.

For more DBE related events go to
http://www.deldot.gov/static/business/dbe/bulletin_board.shtml

Staff News

Civil Rights Administrator Carla E. Elliott



On April 30, 2007, Carla Elliott joined DelDOT as the new Civil Rights Administrator. Carla brings to DelDOT a variety of experiences, many in the civil rights arena. Carla is originally from Ohio and currently lives in New Jersey. She has a bachelor degree from Heidelberg College in Spanish and a law degree from Cleveland-Marshall College of Law – Cleveland State University. Carla has taught in public schools at the secondary level for four years and served with the Social Security Administration as a benefit authorizer and part-time EEO Counselor. Carla entered transportation with SEPTA, serving as an EEO Specialist, Manager of Policy & Procedures and Director of their EEO/AA Program during her 10-year tenure.

Here at DelDOT, Carla will oversee the EEO Program including the Title VI, ADA, DBE, and OJT programs. She is looking forward to supporting the development of positive business relationships and experiences for all interested in doing business with DelDOT.



2nd Annual DBE Social & Mini-Expo

By Marguerite Davis-Isaac

One hundred and fifteen people attended our 2nd Annual DBE Social & Mini-Expo on March 28, 2007. Represented were 31 DBE firms that had the opportunity to network with prime contractors and consultants, FHWA, DelDOT, MDOT, and small business resource organizations, i.e. U.S. SBA, Delaware SBDC, YWCA, and Wilmington Women in Business (WWB).

The atmosphere provided by the Cavalier Country Club was “business elegant” and SecretaryCarolynn Wicks set the tone for the evening by delivering the welcome address and attending the business presentations given by 23 DBE firms. After the presentations, attendees had the opportunity to network and visit the many display tables held by DBEs, small business resources, and Maryland’s ICC Project representatives.

Our goal here at DelDOT is to continue to sponsor events for our certified DBEs that encourage the establishment of real and lasting business relationships. We look forward to hearing from you if you have any ideas or suggestions that will help us to improve such efforts. I extend a personal thank you to all who participated and made this event the great success that it was.



Making Business Cents

Construction Assurance – The Benefits of Surety Bonding

By: Robin Kelly, External Civil Rights Program

Having bonding capacity is a good selling feature for you, as a sub-contractor, because almost all-sizable public construction projects, and some service contracts, require bonding, including The Delaware Department of Transportation (DelDOT). The DelDOT Standard Specifications, an integral part of every construction bid package, contain standard information used for most projects, including bonding. Other states, counties and municipalities have similar requirements in their regulations.

Bonding is basically a third-party financial guarantee that you (the sub-contractor) will carry out the work prescribed by the specifications of the job and you will finish the work. If, for some reason, you can’t finish a contracted assignment, the bonding company steps in and provides the funding to finish the job. A bond ultimately protects the owner. In plain terms, by being bonded the owner of the project is assured that the contractor is going to complete the job 100% and all suppliers and subs will be paid. There will be no liens on the project.

“Surety,” as defined in the DelDOT Standard Specifications, is the legal entity or individual other than the contractor, authorized to do business in the State, executing a bond furnished by the Contractor. Surety is not insurance, although state insurance commissioners regulate it. In accordance with DelDOT Standard Specifications, all bids shall be accompanied by a deposit of either a good and sufficient bond to the State for the benefit of the agency involved, with a corporate surety authorized to do business in this State or a security of the bidder assigned to the Department. DelDOT must approve the form of the bond and the surety to be used.

As a contractor, you will need to provide background information on your company, including key personnel, prior construction experiences, financial statements, etc. for an evaluation by the insurance company. A surety underwriter, much like a lending officer at a bank, will evaluate, ask questions and determine the level of credit the surety wishes to extend.

Essentially, if a contractor has to assume a debt, defaults on something, or has a failure in duty, the bond will extend credit to the contractor to cover it—depending on the type of bond required. For more information and for selected publications about bonding, log onto the SBA website <http://www.sba.gov/OSG/scpub.html>

THERE ARE THREE COMMON TYPES OF BONDS ASSOCIATED WITH A CONTRACTOR BID:

BID BONDS

Provide financial assurance that the bid has been submitted in good faith and that the contractor intends to enter the contract at the price bid and provide the required performance and payment bonds.

PERFORMANCE BONDS

Protect the owner from financial loss should the contractor fail to perform the contract in accordance with its terms and conditions.

PAYMENT BONDS

Assure that the contractor will pay certain workers, subcontractors, and materials suppliers.

